

## Message Text

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ACTION OPIC-06

INFO OCT-01 AF-06 EUR-12 EA-07 NEA-10 ISO-00 EB-07 TRSE-00

PA-01 AID-05 IGA-02 INRE-00 L-03 /060 W

----- 089710

R 021251Z JAN 76

FM AMEMBASSY LAGOS

TO SECSTATE WASHDC 2633

INFO USDOC WASHDC

AMEMBASSY BERN

AMEMBASSY BONN

AMEMBASSY JIDDA

AMEMBASSY LONDON

AMEMBASSY PARIS

AMEMBASSY TEHRAN

AMEMBASSY TOKYO

USMISSION OECD PARIS

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FOR OPIC/USCO FOR MEPD

E.O. 11652: N/A

TAGS: EINV, EFIN, ETRD, ELEC, NI

SUBJECT: NEPA SUBSTATION PROJECTS NO. MC 3632

REF: (QL LAGOS 12581 (2) STATE 298816

1. REFTEL 1 SENT PRIOR RECEIPT REFTEL 2 BUT SEEMS TO COVER MOST POINTS OF LATTER.

2. EMBOFF INFORMALLY RAISED MATTER AGAIN WITH WADDELL WHO ELABORATED ON LETTER OF CREDIT SITUATION AND INDICATE THERE VERY LITTLE CHANCE OF EMPLOYING ONE ON THIS TENDER. NOTING THAT COMMERICAL BANKS HERE CHARGE FEE OF 2.25 PER CENT (NOT 2.5) OF AMOUND INVOLVED, EMBOFF ASKED ABOUT CENTRAL BANK REQUIREMENTS. WADDELL SAID CENTRAL BANK DOES NOT CHARGE FEE BUT HAS MORE ONEROUS REQUIREMENT, A DEPOSIT OF 40 PER CENT OF AMOUNT INVOLVED. THIS  
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TIONS LIKE NEPA, HE SAID, ADDING THAT CENTRAL BANK ORIGINALLY REQUIRED 100 PER CENT DEPOSIT. NEPA CONSIDERS REQUIREMENT RIDICULOUS AND IN CURRENT BUYER'S MARKET CAN DO WITHOUT LETTERS OF CREDIT, WADDELL CONCLUDED, ADDING THAT NEPA ATTEMPTING PERSUADE CENTRAL BANK TO LIFT DEPOSIT REQUIREMENT BUT EVEN IF SUCCESSFUL DOES NOT EXPECT RELIEF IN TIME FOR THIS TENDER.

3. EMBASSY SEES SOME MERIT IN FORMAL PRESENTATION TO NEPA CHIEF ON MERITS OF LETTERS OF CREDIT BUT WOULD APPRECIATE SUPPORTING EXAMPLES OF PRACTICE ELSEWHERE, INCLUDING SOUTH AFRICA. PARTICULARLY NEED MATERIAL COUNTERING NEPA BELIEF THAT IT CAN ATTRACT QUALITY BIDDERS WITHOUT LETTER OF CREDIT. NEED MATERIAL NEPA CAN USE WITH CENTRAL BANK TO DEMONSTRATE THAT LETTERS OF CREDIT ARE IN NATIONAL INTEREST.

4. EMBASSY HAS NOT RPT NOT HEARD FROM WESTINGHOUSE SINCE MID-NOVEMBER. WADDELL, AS STATED, HAS CONFERRED TWICE WITH FIRM'S REPRESENTATIVES SINCE THEN AND NOW INCLINED THINK WESTINGHOUSE MAY SUBMIT BID THIS TENDER. WOULD APPRECIATE RESULTS WASHINGTON TALKS WITH WESTINGHOUSE (REF 2, PARA 6) AND WOULD ALSO APPRECIATE RESPECT REF 1, PARA 5 ON FURTHER OPIC REQUIREMENTS.

CROSBY

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** CREDIT, BANKS, INTEREST RATES, PROGRAMS (PROJECTS)  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 02 JAN 1976  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** morefirh  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1976LAGOS00021  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** D760001-0321  
**From:** LAGOS  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1976/newtext/t19760189/aaaadasi.tel  
**Line Count:** 83  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Office:** ACTION OPIC  
**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** LIMITED OFFICIAL USE  
**Previous Handling Restrictions:** n/a  
**Reference:** 76 STATE 298816  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** morefirh  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 16 APR 2004  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <16 APR 2004 by SmithRJ>; APPROVED <20 APR 2004 by morefirh>  
**Review Markings:**

Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
04 MAY 2006

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** NEPA SUBSTATION PROJECTS NO. MC 3632  
**TAGS:** EINV, EFIN, ETRD, ELEC, NI, NEPA  
**To:** STATE  
**Type:** TE  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006